



Foreign Agricultural Service

**GAIN Report**

Global Agriculture Information Network

Required Report - public distribution

Date: 7/22/2002

GAIN Report #AR2039

**Argentina**

**Citrus**

**Annual**

**2002**

Approved by:

**Philip A. Shull**

**U.S. Embassy**

Prepared by:

Francisco J. Pirovano

---

**Report Highlights:**

The steep peso devaluation (70% as of June 2002) has created a new environment for the Argentine citrus industry, but is not likely to have much impact on trade. The imposition of 10 percent export taxes, a saturated market, "dollarized" inputs, and the lack of credit are keeping traders from taking fully advantage of the benefits of the new exchange rate. Lemon imports to the U.S. were suspended in September 2001 by a Federal district court, and new outbreaks of citrus canker are likely to further delay new shipments. A record high lemon crop of 1.3 million tons is expected in CY 2002, although 100,000 tons is expected to be left on the trees.

---

Includes PSD changes: Yes

Includes Trade Matrix: Yes

Annual Report

Buenos Aires [AR1], AR

|                                   |    |
|-----------------------------------|----|
| Executive Summary .....           | 1  |
| Production .....                  | 1  |
| Development in planted area ..... | 1  |
| Production .....                  | 2  |
| Consumption .....                 | 3  |
| Trade .....                       | 4  |
| Exports .....                     | 4  |
| Imports .....                     | 5  |
| Prices .....                      | 6  |
| Policy .....                      | 7  |
| Statistical tables .....          | 9  |
| Oranges .....                     | 9  |
| Tangerines .....                  | 13 |
| Lemons .....                      | 17 |
| Grapefruits .....                 | 21 |

## Executive Summary

The steep peso devaluation (70% as of June 2002) has created a new environment for the Argentine citrus industry, but is not likely to have much impact on trade. While the cost of production in dollar terms has declined, this has been partially offset by the government's imposition of a 10 % export tax, and the "dollarized" cost of most inputs, machinery and packing materials. Perhaps more importantly, the drifting economic and political crisis that has reigned in Argentina for the last five months shows no foreseeable economic improvement and has created a sense of uncertainty that makes it impossible for the sector to make rational cost assumptions or plans.

Lemon production is expected to reach a record 1.3 million tons, but is likely decline in CY 2003 due to, lack of credit, rising input costs and lower international prices. In addition, a saturated international market for lemons is likely to result in nearly 100,000 tons (8% of the harvest) remaining on the trees. While orange production in CY 2002 of 780,000 tons is slightly below 2001, orange exports are expected to drop by 50% from 2001's unusually high shipments due to South Africa taking back its traditional share of the European Market. Prices for both, fresh and industrial lemons, dropped dramatically in dollar terms between CY 2001 and 2002.

## Production

### Development in planted area

In CY 2001, area planted to citrus increased a little over 11,000 hectares. The main increases were in the provinces of Entre Rios where 3,000 hectares of Tangerines and 2,000 hectares of Oranges were added, and in Tucuman, which added 4,000 hectares in lemons. In CY 2002, a slow-down in planting is expected as a consequence of the economic crisis and the great uncertainties regarding the future of the sector. Industry sources estimate an increase of around 4,000 hectares in CY 2002.

Table 1: Planted area in hectares

| Fruit      | CY 2000 | CY 2001 | CY 2002* |
|------------|---------|---------|----------|
| Orange     | 57,580  | 61,000  | 63,000   |
| Tangerine  | 34,760  | 38,923  | 39,000   |
| Lemon      | 40,338  | 44,357  | 46,000   |
| Grapefruit | 12,615  | 12,259  | 12,000   |
| Total      | 145,293 | 156,230 | 160,000  |

Source: Argentine Citrus Federation (Federcitrus)

\*Estimated

**Oranges:** Production of Navel and Valencia, Argentina's two most important table varieties, is concentrated in the provinces of Entre Rios, Corrientes, Misiones and Buenos Aires. Frosts and citrus canker are the main constraints that limit orange production in this area. Salta, Jujuy and Tucuman also produce Valencia oranges on a lesser scale.

**Tangerines:** The production area runs along the Uruguay river in the provinces of Entre Rios and Corrientes. In CY 2001, 4,000 hectares were added. Entre Rios is the main tangerine producer in Argentina with 23,000 hectares (60%) out of a total planted area in CY 2002 of 39,000 hectares.

**Lemons:** Planted area in CY 2001 was 44,357 hectares. Tucuman, with 37,000 hectares, is the main production province in Argentina where, in CY 2002, 4,000 hectares were added. Tucuman is not a typical lemon production zone. On the contrary, its sub-tropical climate and monsoonal rainfall of 800 to 1500 millimeters per year make it different from the typical lemon production zone in the world which has a Mediterranean climate. This humidity, particularly in summer time, makes the lemon trees prone to fungi attacks.

**Grapefruits:** The most important producing area is located in northwest Argentina in the provinces of Salta and Jujuy. Planted area in CY 2001 fell 356 hectares from the previous 12,615 hectares in CY 2000 to 12,259 hectares in CY 2001.

### Production

Total citrus production in CY 2001 was 2,808,600 metric tons. In CY 2002, overall citrus production is expected to fall by 8.6 % to 2,566,000 as a consequence of the lower orange and tangerine crop. Industry sources mentioned the main cause of this decline is that many plantations have been abandoned because of the three-year economic recession. The fall in input use affects citrus production in two ways. First, lower use of fertilizer reduces yields and eventually weakens the trees, making them prone to pest attacks. Secondly, less spraying result in more plagues which exploit the weakened trees.

Table 2: Citrus Production in Metric Tons

| Fruit      | 2000      | 2001      | 2002*     |
|------------|-----------|-----------|-----------|
| Orange     | 789,000   | 913,500   | 780,000   |
| Tangerine  | 438,000   | 501,000   | 416,000   |
| Lemon      | 1,163,000 | 1,217,000 | 1,200,000 |
| Grapefruit | 189,000   | 177,100   | 170,000   |
| Total      | 2,579,000 | 2,808,600 | 2,566,000 |

Source: Argentine Citrus Federation (Federcitrus)

\*Estimated

**Oranges:** Industry sources expect in CY 2002, marketable production of the main table variety, Valencia, is to fall by 40% because of lower input use (fertilizers and pesticides), and that total marketable production could fall 15 % to 780,000 metric tons. The reduction in the use of inputs and the mismanagement of the groves are both mentioned as the causes of this fall. The orange harvest is typically finished by mid-December, some farmers have left fruit on the trees for too long, expecting for prices to get better. That weakens the trees and lowers their future production. The reduction in fertilizer use from 400 Kg. / ha. in CY 2001 to an expected 200 Kg./ha in CY 2002 has contributed to the drop in yield.

The main orange varieties are: Buckeye, Fisher Navel, Lane Late, Navelate, Navelina, Newhall, Parent Washington, Prolific, Salustiana, Valencia Delta, Valencia Seedless, Valencia Late, Valencia Frost, Valencia Midnight.

**Tangerines:** In CY 2002 production is expected to be 416,000 metric tons, 10% lower than in CY 2001, due to the reduction in input use. The main varieties are Clementine, Clemenules, Ellendale, Montenegrina, Murcott, W. Murcott,

Nova, Ortanique, Satsuma Okitsu.

**Lemons:** Argentina, and particularly the province of Tucuman is the world's largest exporter of fresh lemons and lemon by-products. The Argentine lemon season starts in mid-April and goes until mid-September. The peak harvest occurs in June and July when between 70 - 80 % of the lemons are picked. The other 20 - 30 % is picked during summer time.

Lemon production in CY 2001 was 1,217,000 tons. Sources in the industry have mentioned an annual growth rate of Tucuman lemon production of 8-10% while the demand grows at a rate no higher than 3-4%. Analysts estimations will result in over 100,000 tons of lemons being left on the trees in CY 2002.

Top yields have increased over the years from 30 tons per hectare in the 1980's to 50 tons per hectare in 2001. The average yield in Tucuman in CY 2001 was about 35 tons/ha. This is likely to increase over the years as smaller producers are taken over by larger ones.

The main lemon varieties are: Eureka Frost Nuclear, Lisbon Frost Nuclear, Lisboa Limoneira 8-A Nuclear, Genova EEAT Nuclear, y Femminello Santa Teresa Nuclear. Depending on soil characteristics and varieties, the rootstock used are: Sour Orange, Rangpur, Volkamerican, Citrange, Troyer, Citrumelo Swingle and many Trifoliate such as rich 16/6, rubidoux, and specially flying dragon as stumping (semi-dwarf) rootstock which allows more dense groves (600 plants / ha.) with yields up to 120 tons / ha. Other densities are also used, the most common being 200 and 400 plants per hectare with spacings of 6 x 8; 6 x 8; 5 x 4.5 and 6 x 2.75.

**Grapefruit:** Production in CY 2001 was 177,100 metric tons. Production in CY 2002 is expected to fall to 170,000 tones as a result of lower prices and the economic crisis. Salta province is the main grapefruit producer in Argentina with 60 % of the total 12,269 hectares planted. Average national yield is 18 tons per hectare, while the average yield in the province of Salta is between 25 and 30 tons. Top yields reach 50 tons per hectare. The main varieties are: Flame, Marsh seedless, Duncan, Star Ruby, Rio Red, Red Shambar.

## Consumption

Total citrus domestic consumption was 1,178,000 tons in CY 2000. In CY 2001 domestic market has been reported at 1,052,000 tons. No significative changes are expected for the domestic consumption of fresh citrus fruits in Argentina being forecast for CY 2002 at 1,088,000 metric tons.

Table 5: Per Capita Domestic Consumption

| Variety     | 2000  | 2001  | 2002* |
|-------------|-------|-------|-------|
| Oranges     | 17.42 | 14.33 | 16.20 |
| Tangerines  | 10.82 | 9.31  | 9.31  |
| Lemons      | 2.8   | 2.66  | 2.50  |
| Grapefruits | 2.62  | 1.83  | 2.22  |

Source: Argentine Citrus Federation (Federcitrus)

\*Estimated



## Trade

### Exports

Largely due to the failure of the South Africa orange crop in CY 2001, exports of Argentine citrus rocketed 44% over CY 2000 levels. Despite a sharp drop in the peso value in CY 2002, South Africa is still expected to recover most of its European market. Thus, CY 2002 exports are expected to fall 12%.

Table 3: Citrus Exports

|             | 2000        |              | 2001        |              | 2002*       |
|-------------|-------------|--------------|-------------|--------------|-------------|
| Fruit       | Volume (MT) | Value (US\$) | Volume (MT) | Value (US\$) | Volume (MT) |
| Oranges     | 40,222      | 15,014,713   | 106,941     | 40,678,148   | 65,000      |
| Tangerines  | 24,325      | 15,569,744   | 36,701      | 22,526,545   | 40,000      |
| Lemons      | 204,109     | 94,152,635   | 244,952     | 108,807,258  | 230,000     |
| Grapefruits | 17,597      | 7,854,172    | 24,088      | 9,780,442    | 30,000      |
| Total       | 286,253     | 132,591,264  | 412,682     | 181,792,393  | 365,000     |

Source: National Institute for Statistics (INDEC)

\*Estimated

**Oranges:** In CY 2001 orange exports increased dramatically due to the poor South African harvest. Thus, the EU received an extra 50,000 tons. Russia, Canada increased their imports in CY 2001 too. Exports during CY 2002 are expected to return to traditional levels of 40,000 tons as a result of the competence of South Africa in the European market.

**Tangerines:** In CY 2001 exports increased to 36,701 tons valued at 22.5 million of which main destination were the EU with 63% of the exports, Canada 10% and Russia 10%. Exports in CY 2002 are forecast to remain around 40,000 tons, since no new markets have successfully be opened so far and a drop in production is expected.

**Lemons:** The main markets for Argentine lemons in CY 2001 were: the EU with 58% of the shipments, Russia 16%, Poland 8% and the US 7%. Industry sources say that the loss of the American market in CY 2002 means export of lemons will drop about 15,000 tons.

In CY 2001, Argentina exported 17,000 tons of fresh lemons to the U.S. In September 2001, a Federal District Court found flaws in the Pest Risk Assessment conducted by APHIS and suspended imports of Argentine fresh lemons. In CY 2002, APHIS was ready to undertake a new PRA for Argentine lemons. Unfortunately due to a new outbreak of citrus canker in the lemon producer area of Argentina, the government of Argentina decided to postpone it until the situation has been cleared.

**Grapefruit:** In CY 2001 exports of grapefruit grew by 37% to 24,088 tons valued US\$ 9.7 million. The main destinations in CY 2001 were: the EU 84% and the US 5%. Export volume to the US grew from the former 57 tons in CY 2000 to 1,257 tons in CY 2001. Sources in the industry believe that grapefruit exports will increase to 30,000 metric tons in CY 2002.

## Imports

Total citrus imports in CY 2000 were 20,372 tons with a value of 11.1 million dollars. In CY 2001 imports totaled 12,917 tons, valued at 6.9 million dollars. The main citrus imports came from Israel and Spain with lower volumes from Uruguay, Chile, Mexico and Cuba. In CY 2002, it is expected to be even more difficult for importers to bring citrus to Argentina. With a rate of exchange skyrocketing by the day, it is expected imports will continue falling during CY 2002.

Table 4: Citrus Imports in metric tons

|             | 2000        |              | 2001        |              | 2002*       |
|-------------|-------------|--------------|-------------|--------------|-------------|
| Fruits      | Volume (MT) | Value (US\$) | Volume (MT) | Value (US\$) | Volume (MT) |
| Oranges     | 12,111      | 6,694,276    | 6,533       | 3,468,542    | 3,000       |
| Tangerines  | 373         | 219,457      | 349         | 247,800      | 170         |
| Lemons      | 232         | 164,930      | 322         | 316,264      | 160         |
| Grapefruits | 7,656       | 4,081,373    | 5,713       | 2,909,691    | 3,000       |
| Total       | 20,372      | 11,160,036   | 12,917      | 6,942,297    | 6,330       |

Source: National Institute for Statistics (INDEC)

\*Estimated



## Prices

Table 6: Export prices for fresh citrus fruits in US dollar per kilo. (1 Peso : 1 US\$)

| FOB Prices 2001 |         |            |        |             |
|-----------------|---------|------------|--------|-------------|
|                 | Oranges | Tangerines | Lemons | Grapefruits |
| Jan-2001        | \$0.00  | \$0.00     | \$0.27 | \$1.10      |
| Feb-2001        | \$0.94  | \$0.61     | \$0.47 | \$0.00      |
| Mar-2001        | \$1.04  | \$0.62     | \$0.45 | \$0.00      |
| Apr-2001        | \$0.00  | \$0.61     | \$0.46 | \$0.34      |
| May-2001        | \$0.50  | \$0.63     | \$0.46 | \$0.42      |
| Jun-2001        | \$0.44  | \$0.61     | \$0.45 | \$0.40      |
| Jul-2001        | \$0.39  | \$0.63     | \$0.45 | \$0.41      |
| Aug-2001        | \$0.38  | \$0.59     | \$0.43 | \$0.38      |
| Sep-2001        | \$0.36  | \$0.59     | \$0.42 | \$0.41      |
| Oct-2001        | \$0.32  | \$0.69     | \$0.44 | \$0.35      |
| Nov-2001        | \$0.05  | \$0.00     | \$0.47 | \$0.09      |
| Dec-2001        | \$0.04  | \$0.00     | \$0.43 | \$0.05      |

Source: National Institute for Statistics (INDEC)

Table 7: Export prices for fresh citrus fruits in US\$ per kilo. (Rate of Exchange: Peso : US\$)

| FOB Prices 2002 |         |            |        |             |                  |
|-----------------|---------|------------|--------|-------------|------------------|
|                 | Oranges | Tangerines | Lemons | Grapefruits | Rate of exchange |
| Jan-2002        | \$0.04  | \$0.00     | \$0.04 | \$0.00      | 1.63             |
| Feb-2002        | \$0.03  | \$0.43     | \$0.39 | \$0.00      | 1.90             |
| Mar-2002        | \$0.03  | \$0.46     | \$0.34 | \$0.19      | 2.39             |

Source: National Institute for Statistics (INDEC)

Table 8: Wholesale domestic prices in Argentine pesos per kilo.(1 Peso : 1 US\$)

| Wholesale Domestic Prices 2001 |         |            |        |             |
|--------------------------------|---------|------------|--------|-------------|
|                                | Oranges | Tangerines | Lemons | Grapefruits |
| Jan-2001                       | 0.28    | 0.28       | 0.31   | 0.37        |
| Feb-2001                       | 0.24    | 0.38       | 0.36   | 0.37        |

|          |      |      |      |      |
|----------|------|------|------|------|
| Mar-2001 | 0.27 | 0.33 | 0.36 | 0.31 |
| Apr-2001 | 0.27 | 0.25 | 0.34 | 0.24 |
| May-2001 | 0.33 | 0.24 | 0.29 | 0.24 |
| Jun-2001 | 0.27 | 0.20 | 0.25 | 0.27 |
| Jul-2001 | 0.22 | 0.19 | 0.24 | 0.25 |
| Aug-2001 | 0.21 | 0.21 | 0.23 | 0.24 |
| Sep-2001 | 0.20 | 0.21 | 0.23 | 0.25 |
| Oct-2001 | 0.21 | 0.19 | 0.22 | 0.22 |
| Nov-2001 | 0.18 | 0.22 | 0.22 | 0.20 |
| Dec-2001 | 0.19 | 0.29 | 0.27 | 0.21 |

Source: Buenos Aires Central Market (Mercado Central de Buenos Aires)

Table 9: Wholesale domestic prices in Argentine pesos per kilo. (Rate of Exchange: Peso : US\$

|          | Oranges | Tangerines | Lemons | Grapefruits | Rate of |
|----------|---------|------------|--------|-------------|---------|
| Jan-2002 | 0.19    | 0.34       | 0.52   | 0.23        | 1.63    |
| Feb-2002 | 0.17    | 0.36       | 0.44   | 0.25        | 1.90    |
| Mar-2002 | 0.30    | 0.27       | 0.36   | 0.36        | 2.39    |
| Apr-2002 | 0.33    | 0.27       | 0.36   | 0.34        | 2.84    |

Source: Buenos Aires Central Market (Mercado Central de Buenos Aires)

## Policy

After 10 years of being pegged to the dollar the Argentine peso was allowed to float in January 2002. The Argentine government based its move on the idea that the devaluation would make Argentine products more competitive at the international level. However, as soon as traders started to ship their products, the Argentine government imposed export taxes on all agricultural commodities. This tax (10% on citrus) has to be paid in advance before the departure of the shipment and before traders get paid for the shipment. The financial system is broken, credit is virtually non-existent and very few abroad are willing to loan money to traders to help face this tax. In addition, traders were given a certain period of time to bring in their revenues which in turn must be converted into Argentine pesos at a rate of exchange lower than that in the free market. All these measures have had a negative impact on exports. Nevertheless, some industry sources believe the cheaper peso will allow them to develop new markets (e.g. India) over the next several years.

The import tariff imposed on all citrus is 12.5%. In addition, imports are charged a statistics tax of 0.5%. The following table shows the rebates (reintegros de exportacion) exports of citrus should receive. However, these have not been paid since January 2002. The Argentine government has pledged to pay them in monthly installments in the second semester of 2002, though significant doubts remain.



Table 10: Export Rebates

| Citrus Fruits Export Rebates           | Rate  |
|--|-------|
| Boxes containing 16 Kg. or less        | 5%    |
| Boxes containing between 16 and 20 Kg. | 4.05% |
| Others                                 | 2,7%  |

**Statistical tables****Oranges**

|                        |               |         |             |         |                                 |         |
|------------------------|---------------|---------|-------------|---------|---------------------------------|---------|
| PSD Table              |               |         |             |         |                                 |         |
| Country                | Argentina     |         |             |         |                                 |         |
| Commodity              | Fresh Oranges |         |             |         | (HECTARES)(1000 TREES)(1000 MT) |         |
|                        | Revised       | 1999    | Preliminary | 2000    | Forecast                        | 2001    |
|                        | Old           | New     | Old         | New     | Old                             | New     |
| Market Year Begin      |               | 01/2000 |             | 01/2001 |                                 | 01/2002 |
| Area Planted           | 56276         | 57580   | 57580       | 61000   |                                 | 63000   |
| Area Harvested         | 49173         | 52104   | 52104       | 55000   | 0                               | 60000   |
| Bearing Trees          | 16970         | 19672   | 19672       | 20000   | 0                               | 21500   |
| Non-Bearing Trees      | 4250          | 2050    | 2050        | 2000    | 0                               | 2,140   |
| TOTAL No. Of Trees     | 21220         | 21722   | 21722       | 22000   | 0                               | 23640   |
| Production             | 789           | 789     | 861         | 913     | 0                               | 780     |
| Imports                | 12            | 12      | 7           | 7       | 0                               | 3       |
| TOTAL SUPPLY           | 801           | 801     | 868         | 920     | 0                               | 783     |
| Exports                | 41            | 40      | 98          | 107     | 0                               | 40      |
| Fresh Dom. Consumption | 620           | 621     | 626         | 670     | 0                               | 603     |
| Processing             | 140           | 140     | 144         | 143     | 0                               | 140     |
| TOTAL DISTRIBUTION     | 801           | 801     | 868         | 920     | 0                               | 783     |

|                     |               |               |        |
|---------------------|---------------|---------------|--------|
| Export Trade Matrix |               |               |        |
| Country             | Argentina     |               |        |
| Commodity           | Fresh Oranges |               |        |
| Time period         | CY            | Units:        | MT     |
| Exports for:        | 2000          |               | 2001   |
| U.S.                | 4             | U.S.          | 231    |
| Others              |               | Others        |        |
| Netherlands         | 15378         | Spain         | 37565  |
| Russia              | 8413          | Nethrelands   | 16467  |
| Belgium             | 7160          | Russia        | 13899  |
| Spain               | 4121          | Belgium       | 11043  |
| Greece              | 1275          | Italy         | 4397   |
| Great Britain       | 809           | Greece        | 4258   |
| France              | 783           | Great Britain | 3700   |
| Canada              | 753           | Canada        | 3269   |
| Italy               | 535           | France        | 3010   |
| Portugal            | 302           | Paraguay      | 2320   |
| Total for Others    | 39529         |               | 99928  |
| Others not Listed   | 689           |               | 6782   |
| Grand Total         | 40222         |               | 106941 |

|                     |               |         |      |
|---------------------|---------------|---------|------|
| Import Trade Matrix |               |         |      |
| Country             | Argentina     |         |      |
| Commodity           | Fresh Oranges |         |      |
| Time period         | CY            | Units:  | MT   |
| Imports for:        |               |         | 1    |
| U.S.                | 0             | U.S.    | 72   |
| Others              |               | Others  |      |
| Spain               | 6031          | Spain   | 3165 |
| Mexico              | 2350          | Mexico  | 1873 |
| Israel              | 2041          | Israel  | 999  |
| Chile               | 1564          | Chile   | 313  |
| Uruguay             | 63            | Uruguay | 111  |
| Italy               | 40            |         |      |
| Portugal            | 21            |         |      |
| Total for Others    | 12110         |         | 6461 |
| Others not Listed   | 0             |         | 0    |
| Grand Total         | 12110         |         | 6533 |

|               |               |                      |          |
|---------------|---------------|----------------------|----------|
| Prices Table  |               |                      |          |
| Country       | Argentina     |                      |          |
| Commodity     | Fresh Oranges |                      |          |
| Prices in     | US\$ FOB      | per uom              | Kg.      |
|               |               |                      |          |
| Year          | 2000          | 2001                 | % Change |
| Jan           | 0.22          | 0                    | -100.00% |
| Feb           | 0.45          | 0.94                 | 108.89%  |
| Mar           | 0.5           | 1                    | 100.00%  |
| Apr           | 0             | 0.3                  |          |
| May           | 0.43          | 0.4                  | -6.98%   |
| Jun           | 0.44          | 0.42                 | -4.55%   |
| Jul           | 0.35          | 0.38                 | 8.57%    |
| Aug           | 0.38          | 0.38                 | 0.00%    |
| Sep           | 0.36          | 0.38                 | 5.56%    |
| Oct           | 0.36          | 0.33                 | -8.33%   |
| Nov           | 0.43          | 0.35                 | -18.60%  |
| Dec           | 0.25          | 0.4                  | 60.00%   |
|               |               |                      |          |
| Exchange Rate | 1 Peso /1US\$ | Local currency/US \$ |          |



**Tangerines**

|                        |                  |         |             |         |                                 |         |
|------------------------|------------------|---------|-------------|---------|---------------------------------|---------|
| PSD Table              |                  |         |             |         |                                 |         |
| Country                | Argentina        |         |             |         |                                 |         |
| Commodity              | Fresh Tangerines |         |             |         | (HECTARES)(1000 TREES)(1000 MT) |         |
|                        | Revised          | 1999    | Preliminary | 2000    | Forecast                        | 2001    |
|                        | Old              | New     | Old         | New     | Old                             | New     |
| Market Year Begin      |                  | 01/2000 |             | 01/2001 |                                 | 01/2002 |
| Area Planted           | 33257            | 34760   | 34760       | 38923   | 0                               | 39000   |
| Area Harvested         | 30900            | 31187   | 31187       | 35000   | 0                               | 35000   |
| Bearing Trees          | 13231            | 13668   | 13668       | 14100   | 0                               | 15000   |
| Non-Bearing Trees      | 2753             | 1569    | 1569        | 1500    | 0                               | 600     |
| TOTAL No. Of Trees     | 15984            | 15237   | 15237       | 15600   | 0                               | 15600   |
| Production             | 438              | 438     | 474         | 501     | 0                               | 416     |
| Imports                | 0                | 0       | 0           | 0       | 0                               | 0       |
| TOTAL SUPPLY           | 438              | 438     | 474         | 501     | 0                               | 416     |
| Exports                | 25               | 24      | 32          | 37      | 0                               | 40      |
| Fresh Dom. Consumption | 377              | 378     | 404         | 418     | 0                               | 331     |
| Processing             | 36               | 36      | 38          | 46      | 0                               | 45      |
| TOTAL DISTRIBUTION     | 438              | 438     | 474         | 501     | 0                               | 416     |

|                     |                  |               |       |
|---------------------|------------------|---------------|-------|
| Export Trade Matrix |                  |               |       |
| Country             | Argentina        |               |       |
| Commodity           | Fresh Tangerines |               |       |
| Time period         | CY               | Units:        | MT    |
| Exports for:        | 2000             |               | 2001  |
| U.S.                | 0                | U.S.          | 0     |
| Others              |                  | Others        |       |
| Netherlands         | 9798             | Netherlands   | 12541 |
| Great Britain       | 5677             | Great Britain | 8193  |
| Canada              | 2269             | Canada        | 4022  |
| Phillipines         | 2125             | Phillipines   | 1937  |
| Russia              | 1103             | Russia        | 3964  |
| Belgium             | 861              | Belgium       | 1231  |
| Hong Kong           | 751              | Poland        | 1234  |
| Greece              | 330              | Spain         | 811   |
| Indonesia           | 306              | Hong Kong     | 579   |
| Poland              | 246              | France        | 384   |
| Total for Others    | 23466            |               | 34896 |
| Others not Listed   | 859              |               | 1805  |
| Grand Total         | 24325            |               | 36701 |

|                     |                  |         |      |
|---------------------|------------------|---------|------|
| Import Trade Matrix |                  |         |      |
| Country             | Argentina        |         |      |
| Commodity           | Fresh Tangerines |         |      |
| Time period         | CY               | Units:  | MT   |
| Imports for:        | 2000             |         | 2001 |
| U.S.                | 0                | U.S.    | 0    |
| Others              |                  | Others  |      |
| Spain               | 186              | Spain   | 172  |
| Uruguay             | 138              | Israel  | 112  |
| Israel              | 49               | Uruguay | 65   |
| Total for Others    | 373              |         | 349  |
| Others not Listed   | 0                |         | 0    |
| Grand Total         | 373              |         | 349  |

|               |                  |                      |          |
|---------------|------------------|----------------------|----------|
| Prices Table  |                  |                      |          |
| Country       | Argentina        |                      |          |
| Commodity     | Fresh Tangerines |                      |          |
| Prices in     | US\$ FOB         | per uom              | Kg.      |
|               |                  |                      |          |
| Year          | 2000             | 2001                 | % Change |
| Jan           | 0.67             | 0                    | -100.00% |
| Feb           | 0.58             | 0.61                 | 5.17%    |
| Mar           | 0.75             | 0.62                 | -17.33%  |
| Apr           | 0.7              | 0.61                 | -12.86%  |
| May           | 0.65             | 0.63                 | -3.08%   |
| Jun           | 0.64             | 0.61                 | -4.69%   |
| Jul           | 0.61             | 0.63                 | 3.28%    |
| Aug           | 0.62             | 0.59                 | -4.84%   |
| Sep           | 0.57             | 0.59                 | 3.51%    |
| Oct           | 0.34             | 0.69                 | 102.94%  |
| Nov           | 0.35             | 0                    | -100.00% |
| Dec           | 0.78             | 0                    | -100.00% |
|               |                  |                      |          |
| Exchange Rate | 1Peso/1US\$      | Local currency/US \$ |          |

**Lemons**

|                        |              |         |             |         |                                 |         |
|------------------------|--------------|---------|-------------|---------|---------------------------------|---------|
| PSD Table              |              |         |             |         |                                 |         |
| Country                | Argentina    |         |             |         |                                 |         |
| Commodity              | Fresh Lemons |         |             |         | (HECTARES)(1000 TREES)(1000 MT) |         |
|                        | Revised      | 1999    | Preliminary | 2000    | Forecast                        | 2001    |
|                        | Old          | New     | Old         | New     | Old                             | New     |
| Market Year Begin      |              | 01/2000 |             | 01/2001 |                                 | 01/2002 |
| Area Planted           | 39500        | 40338   | 40338       | 44357   | 0                               | 46000   |
| Area Harvested         | 34000        | 30170   | 30170       | 40,000  | 0                               | 42000   |
| Bearing Trees          | 7480         | 8176    | 8176        | 8800    | 0                               | 9200    |
| Non-Bearing Trees      | 2728         | 2659    | 2659        | 2600    | 0                               | 2700    |
| TOTAL No. Of Trees     | 10208        | 10835   | 10835       | 11400   | 0                               | 11900   |
| Production             | 1165         | 1163    | 1180        | 1217    | 0                               | 1200    |
| Imports                | 0            | 0       | 0           | 0       | 0                               | 0       |
| TOTAL SUPPLY           | 1165         | 1163    | 1180        | 1217    | 0                               | 1200    |
| Exports                | 205          | 204     | 254         | 245     | 0                               | 230     |
| Fresh Dom. Consumption | 82           | 81      | 64          | 96      | 0                               | 90      |
| Processing             | 878          | 878     | 862         | 876     | 0                               | 880     |
| TOTAL DISTRIBUTION     | 1165         | 1163    | 1180        | 1217    | 0                               | 1200    |

|                     |              |               |        |
|---------------------|--------------|---------------|--------|
| Export Trade Matrix |              |               |        |
| Country             | Argentina    |               |        |
| Commodity           | Fresh Lemons |               |        |
| Time period         | CY           | Units:        | MT     |
| Exports for:        | 2000         |               | 2001   |
| U.S.                | 6796         | U.S.          | 17684  |
| Others              |              | Others        |        |
| Netherlands         | 52753        | Netherlands   | 44251  |
| Russia              | 31851        | Russia        | 39895  |
| Italy               | 21791        | Italy         | 25505  |
| Spain               | 17441        | Spain         | 27227  |
| Greece              | 15584        | Greece        | 18525  |
| Poland              | 15274        | Poland        | 19405  |
| Great Britain       | 8306         | Great Britain | 9384   |
| Belgium             | 8261         | Belgium       | 17666  |
| Canada              | 7481         | Canada        | 10049  |
| France              | 7315         | Hong Kong     | 5305   |
| Total for Others    | 186057       |               | 217212 |
| Others not Listed   | 11256        |               | 10056  |
| Grand Total         | 204109       |               | 244952 |

|                     |              |         |     |
|---------------------|--------------|---------|-----|
| Import Trade Matrix |              |         |     |
| Country             | Argentina    |         |     |
| Commodity           | Fresh Lemons |         |     |
| Time period         |              | Units:  |     |
| Imports for:        |              |         | 1   |
| U.S.                |              | U.S.    |     |
| Others              |              | Others  |     |
| Spain               | 131          | Spain   | 322 |
| Uruguay             | 78           | Uruguay | 0   |
| Chile               | 18           | Chile   | 0   |
| Total for Others    | 227          |         | 322 |
| Others not Listed   | 5            |         | 0   |
| Grand Total         | 232          |         | 322 |

|               |                |                      |          |
|---------------|----------------|----------------------|----------|
| Prices Table  |                |                      |          |
| Country       | Argentina      |                      |          |
| Commodity     | Fresh Lemons   |                      |          |
| Prices in     | US\$ FOB       | per uom              | Kg.      |
|               |                |                      |          |
| Year          | 2000           | 2001                 | % Change |
| Jan           | 0.35           | 0.27                 | -22.86%  |
| Feb           | 0.38           | 0.47                 | 23.68%   |
| Mar           | 0.47           | 0.45                 | -4.26%   |
| Apr           | 0.47           | 0.46                 | -2.13%   |
| May           | 0.46           | 0.46                 | 0.00%    |
| Jun           | 0.45           | 0.45                 | 0.00%    |
| Jul           | 0.45           | 0.45                 | 0.00%    |
| Aug           | 0.45           | 0.43                 | -4.44%   |
| Sep           | 0.43           | 0.42                 | -2.33%   |
| Oct           | 0.42           | 0.44                 | 4.76%    |
| Nov           | 0.54           | 0.47                 | -12.96%  |
| Dec           | 0.38           | 0.43                 | 13.16%   |
|               |                |                      |          |
| Exchange Rate | 1Peso / 1 US\$ | Local currency/US \$ |          |



**Grapefruits**

|                        |                  |         |             |         |                                 |         |
|------------------------|------------------|---------|-------------|---------|---------------------------------|---------|
| PSD Table              |                  |         |             |         |                                 |         |
| Country                | Argentina        |         |             |         |                                 |         |
| Commodity              | Fresh Grapefruit |         |             |         | (HECTARES)(1000 TREES)(1000 MT) |         |
|                        | Revised          | 1999    | Preliminary | 2000    | Forecast                        | 2001    |
|                        | Old              | New     | Old         | New     | Old                             | New     |
| Market Year Begin      |                  | 01/2000 |             | 01/2001 |                                 | 01/2002 |
| Area Planted           | 12679            | 12615   | 12615       | 12259   | 0                               | 12000   |
| Area Harvested         | 10748            | 12072   | 12072       | 11700   | 0                               | 12000   |
| Bearing Trees          | 2909             | 2909    | 3132        | 2900    | 0                               | 2950    |
| Non-Bearing Trees      | 461              | 461     | 138         | 396     | 0                               | 150     |
| TOTAL No. Of Trees     | 3370             | 3370    | 3270        | 3296    | 0                               | 3100    |
| Production             | 189              | 189     | 191         | 177     | 0                               | 170     |
| Imports                | 8                | 8       | 7           | 6       | 0                               | 3       |
| TOTAL SUPPLY           | 197              | 197     | 198         | 183     | 0                               | 173     |
| Exports                | 18               | 18      | 24          | 24      | 0                               | 25      |
| Fresh Dom. Consumption | 99               | 99      | 93          | 88      | 0                               | 75      |
| Processing             | 80               | 80      | 81          | 71      | 0                               | 73      |
| TOTAL DISTRIBUTION     | 197              | 197     | 198         | 183     | 0                               | 173     |

|                     |                  |               |       |
|---------------------|------------------|---------------|-------|
| Export Trade Matrix |                  |               |       |
| Country             | Argentina        |               |       |
| Commodity           | Fresh Grapefruit |               |       |
| Time period         | CY               | Units:        | MT    |
| Exports for:        | 2000             |               | 2001  |
| U.S.                | 57               | U.S.          | 1286  |
| Others              |                  | Others        |       |
| Belgium             | 6751             | Belgium       | 10728 |
| Netherlands         | 6013             | Netherlands   | 4518  |
| Great Britain       | 2168             | Spain         | 1446  |
| France              | 880              | Italy         | 1072  |
| Canada              | 599              | Great Britain | 1055  |
| Taiwan              | 492              | France        | 1003  |
| Russia              | 154              | Canada        | 842   |
| Chile               | 129              | Russia        | 699   |
| Brazil              | 112              | Greece        | 446   |
| Portugal            | 102              | Poland        | 353   |
| Total for Others    | 17400            |               | 22162 |
| Others not Listed   | 140              |               | 640   |
| Grand Total         | 17597            |               | 24088 |

|                     |                  |         |      |
|---------------------|------------------|---------|------|
| Import Trade Matrix |                  |         |      |
| Country             | Argentina        |         |      |
| Commodity           | Fresh Grapefruit |         |      |
| Time period         | CY               | Units:  | MT   |
| Imports for:        | 2000             |         | 2001 |
| U.S.                | 0                | U.S.    | 0    |
| Others              |                  | Others  |      |
| Israel              | 5340             | Israel  | 3790 |
| Uruguay             | 969              | Cuba    | 794  |
| Chile               | 638              | Chile   | 463  |
| Cuba                | 384              | Uruguay | 343  |
| Spain               | 325              | Spain   | 274  |
|                     |                  | Italy   | 49   |
| Total for Others    | 7656             |         | 5713 |
| Others not Listed   | 0                |         | 0    |
| Grand Total         | 7656             |         | 5713 |

|               |                  |                      |          |
|---------------|------------------|----------------------|----------|
| Prices Table  |                  |                      |          |
| Country       | Argentina        |                      |          |
| Commodity     | Fresh Grapefruit |                      |          |
| Prices in     | US\$ FOB         | per uom              | Kg.      |
|               |                  |                      |          |
| Year          | 2000             | 2001                 | % Change |
| Jan           | 0                | 1.1                  |          |
| Feb           | 0                | 0                    |          |
| Mar           | 0                | 0                    |          |
| Apr           | 0.29             | 0.34                 | 17.24%   |
| May           | 0.46             | 0.42                 | -8.70%   |
| Jun           | 0.43             | 0.4                  | -6.98%   |
| Jul           | 0.43             | 0.41                 | -4.65%   |
| Aug           | 0.36             | 0.38                 | 5.56%    |
| Sep           | 0.42             | 0.41                 | -2.38%   |
| Oct           | 0.37             | 0.35                 | -5.41%   |
| Nov           | 0.37             | 0.09                 | -75.68%  |
| Dec           | 0                | 0.05                 |          |
|               |                  |                      |          |
| Exchange Rate | 1peso/ 1US\$     | Local currency/US \$ |          |